

Message Text

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ACTION AF-06

INFO OCT-01 EUR-12 NEA-09 ISO-00 PM-03 EB-07 TRSE-00

COME-00 PA-01 PRS-01 USIA-06 CAB-02 DOTE-00 DODE-00

FAA-00 MC-02 NSC-05 SP-02 SS-15 CIAE-00 INR-07

NSAE-00 /079 W

----- 082972

R 101805Z MAY 75

FM AMEMBASSY LOME

TO SECSTATE WASHDC 9117

INFO AMCONSUL CASABLANCA

AMEMBASSY COTONOU

AMEMBASSY KINSHASA

AMEMBASSY OTTAWA

AMEMBASSY TUNIS

USDAO ABIDJAN

C O N F I D E N T I A L L O M E 1 0 1 3

CASABLANCA FOR RCAA WHITMAN

E.O. 11652: GDS

TAGS: EAIR, BEXP, BTRA, TO

SUBJECT: LOCKHEED EFFORTS TO SELL C-130 TO GOT/ARRIVAL OF
FOKKER F-28

REF: A) STATE 80575 (NOTAL)

B) LOME 615 (NOTAL)

C) STATE 57389

1. LOCKHEED REPS BEAVERS AND STEUSLOFF ARRIVED LOME MAY 5,
AHEAD OF SCHEDULE GIVEN REFTEL (A). EMBASSY OBTAINED APPOINT-
MENT FOR THEM WITH PRESIDENT EYADEMA FOR AFTERNOON MAY 6.
CHARGE ACCOMPANIED TO ACT AS INTERPRETER. IN 15 MINUTE INTERVIEW,
PRESIDENT ASKED FIVE QUESTIONS (ANSWERS IN BRACKETS): TOTAL COST
FOR ONE C-130-H? (DOLS 10 MILLION APPROX.); MINIMUM RUNWAY
NEEDED? (ABOUT 1000 METERS); DELIVERY TIME? (19 MONTHS APPROX);
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ARE THEY ALSO MADE IN CANADA? (NO); IS IT THE SAME MODEL

PRESIDENT MOBUTU SENT TO FETCH ME TO KINSHASA LAST FALL? (YES). PRESIDENT THEN SAID MR. ALLANI (SEE BELOW) HAD TOLD HIM THERE ARE THREE C-130'S FOR SALE IN CANADA WHICH TUNISIS IS INTERESTED IN BUYING, BUT ALLANI WOULD CABLE TUNIS MAY 7 TO FIND OUT IF SALE WAS ON OR NOT; IF NOT HE COULD GET ONE OF THEM FOR TOGO. BEAVERS INFORMED PRESIDENT THERE IS ONLY ONE OLD C-130 NOW AVAILABLE ON WORLD MARKET AND SUGGESTED POLITELY THAT ALLANI'S INFO NOT RPT NOT CORRECT. PRESIDENT MADE NO COMMENT.

2. MAY 6 TWO FRENCH OFFICERS ATTACHED TO TOGOLESE ARMED FORCES, INTENDANT 2ND GRADE MARLET (EQUIV TO LTCOL, SPECIALIST IN MILITARY BUDGETING AND PROCUREMENT) AND PILOT LT. LEROUX, SECOND IN COMMAND TOGO'S ESCADRILLE NATIONALE, WERE SENT BY PRESIDENT TO EMBASSY TO DISCUSS C-130 CHARACTERISTICS, COSTS, OTHER DETAILS WITH BEAVERS AND CHARGE AGAIN AS INTERPRETER. BOTH OFFICERS SEEMED VERY INTERESTED AND GLAD TO ACCEPT DOCUMENTATION PROVIDED BY BEAVERS. MARLET, IN ANSWER TO MY DIRECT QUESTION, SAID ALLANI "WORKS FOR HIMSELF ON COMMISSION BASIS" BUT IF HIS CANADA DEAL DID NOT WORK OUT, BEAVERS SHOULD DEAL DIRECTLY WITH GOT THROUGH MARLET; "THERE IS NO COMMISSION IN IT FOR US, WE ARE HERE TO ECONOMIZE FOR TOGO."

3. LATE SAME DAY, PRESIDENT'S SECRETARY CALLED TO SAY PRESIDENT HAD DECIDED TO OBTAIN SOME OTHER TYPE OF AIRCRAFT AND WAS NOT INTERESTED IN LOCKHEED PROPOSAL; I LEARNED ALLANI HAD SEEN PRESIDENT SAME AFTERNOON, AND PASSED WORD TO BEAVERS.

4. ALLANI, UNDERSTOOD TO BE TUNISIAN WHO LIVES IN MADRID, IS EVIDENTLY OF SAME "METIER" AS PRESIDENT'S ECONOMIC ADVISER (AND HOTEL PROJECT PROMOTER) MAURICE ASSOR. HE WAS MENTIONED SEVERAL MONTHS AGO IN CONNECTION WITH DEAL TO BUY SOME MACCHI JET FIGHTERS (MOBUTU HAS THEM, TOO) FOR TOGO, WHICH DID NOT OCCUR. HE DEFINITELY HAD HAND IN PURCHASE OF GRUMMAN GULFSTREAM II WHICH CRASHED IN DECEMBER; HE PROBABLY HAD HAND IN SALE OF REPLACEMENT GGII NOW ON ORDER. WHAT PRIVATE BUSINESS RELATIONSHIP, IF ANY, HE ENJOYS WITH HIS PATRON NO ONE CAN SAY WITH CERTITUDE, BUT IT WOULD EXPLAIN HIS ADVANTAGEOUS POSITION.

5. BEAVERS LEAVING FOR PARIS TODAY, PLANS TO PREPARE AND SUBMIT PROPOSAL TO MARLET TO GIVE GOT OPPORTUNITY TO COMPARE IT WITH CONFIDENTIAL

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WHATEVER ALLANI OFFERS. HE PROFESSES NOT TO BE DISCOURAGED OR SURPRISED TO FIND SOMEONE LIKE ALLANI TRYING TO GET A PIECE OF THE ACTION, BUT BELIEVES IT NEXT TO IMPOSSIBLE ALLANI CAN DELIVER C-130 AIRCRAFT; HE SUSPECTS PRESIDENT (OR ALLANI) MAY BE NOW THINKING OF FOKKER F-27.

6. RELATED NEWS: FOKKER F-28 WHICH ASSOR TOLD EMBASSY GOT PLANNED TO BUY (REFTEL B) WAS DELIVERED APRIL 28. (EMBASSY BE-

LIEVES THERE IS ASSOR-ALLANI BUSINESS LINK, BUT HAS NO
DETAILS.)
CURRAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: GOVERNMENT PROCUREMENT, CIVIL AVIATION, AIRCRAFT SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 10 MAY 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ElyME
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975LOME01013
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750163-1037
From: LOME
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750563/aaaacewh.tel
Line Count: 118
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AF
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 75 STATE 80575
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 05 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <05 MAY 2003 by BoyleJA>; APPROVED <24 SEP 2003 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: LOCKHEED EFFORTS TO SELL C-130 TO GOT/ARRIVAL OF FOKKER F-28
TAGS: EAIR, BEXP, BTRA, TO, CA
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006